

FIG. 2

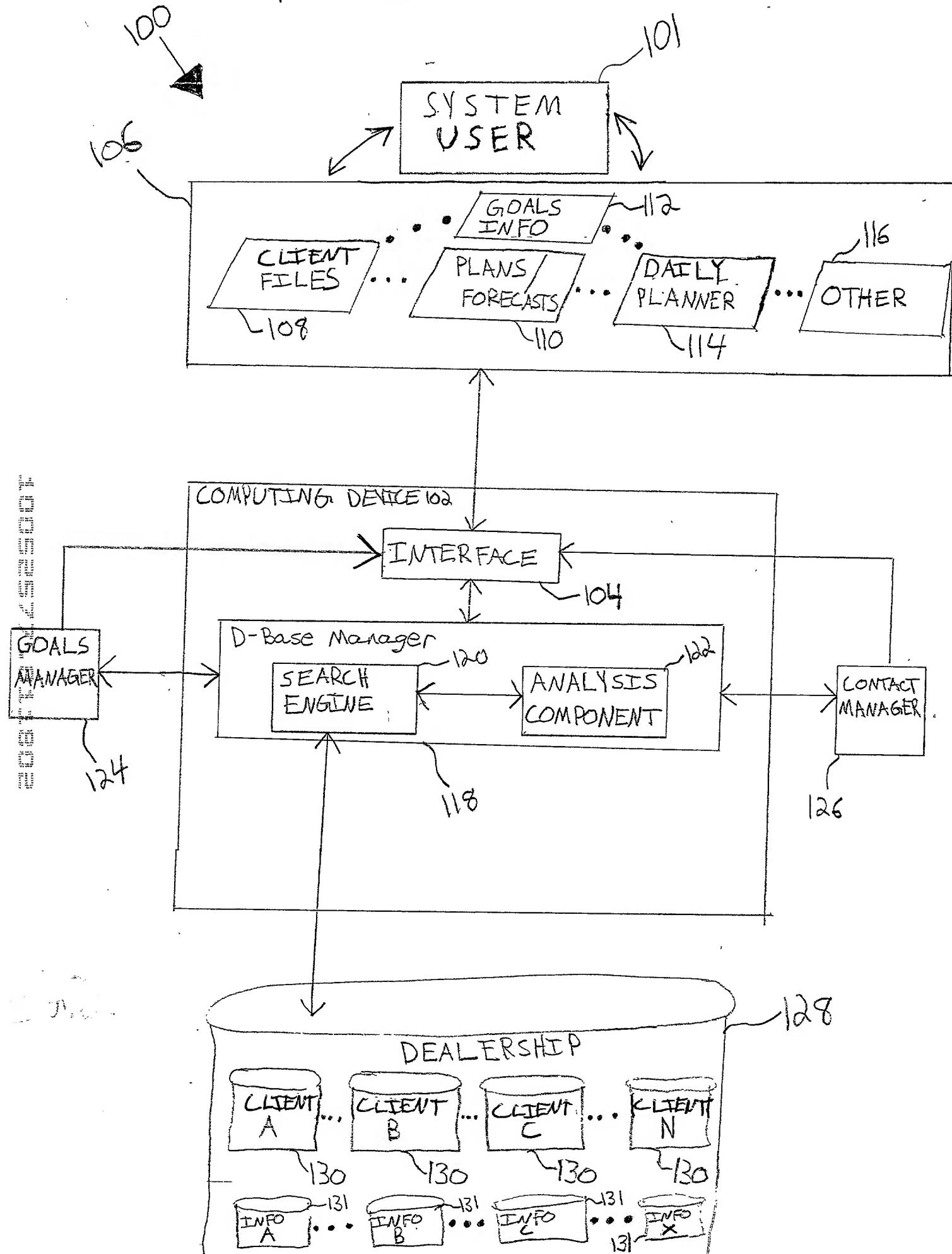


FIG.3

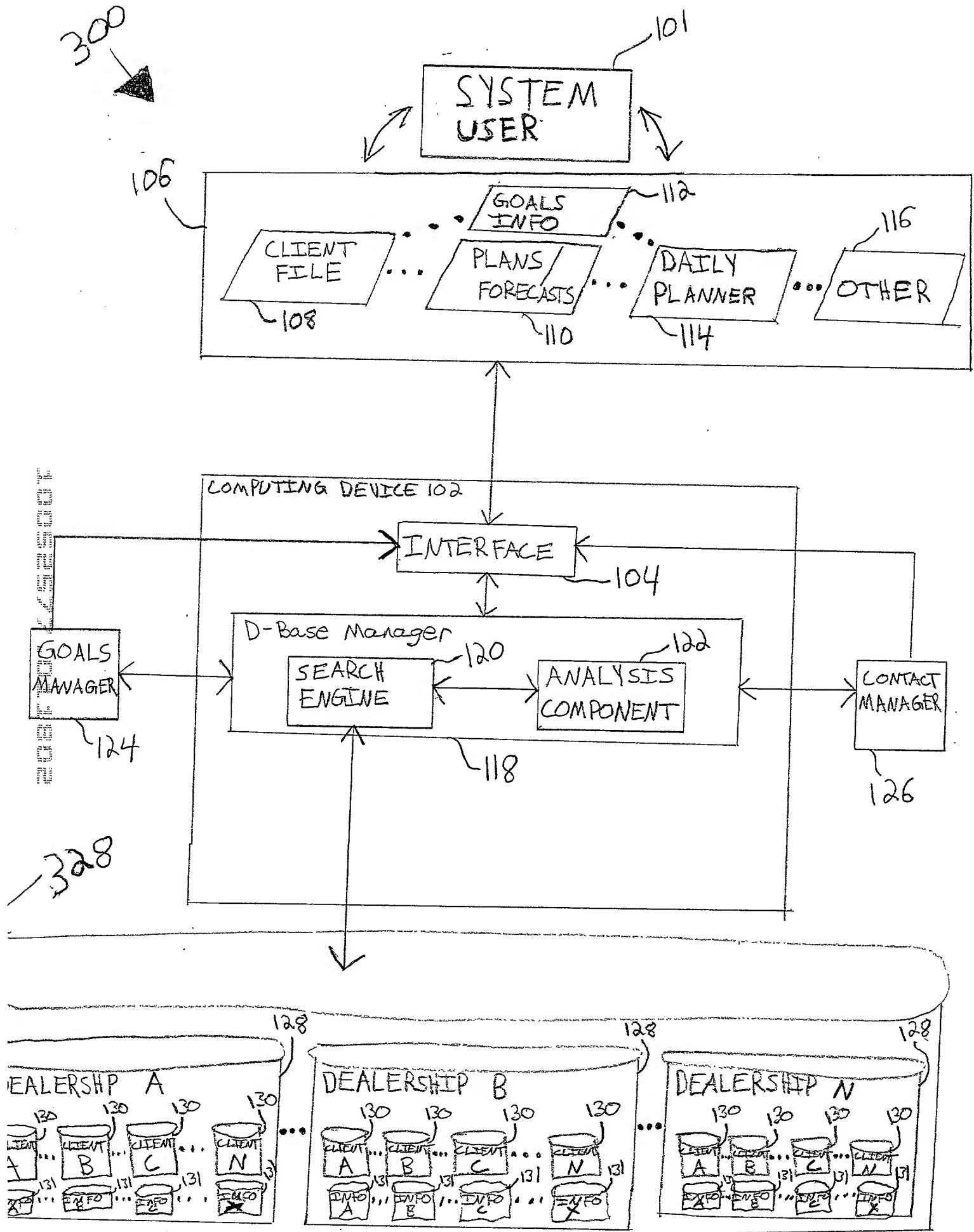


FIG. 4

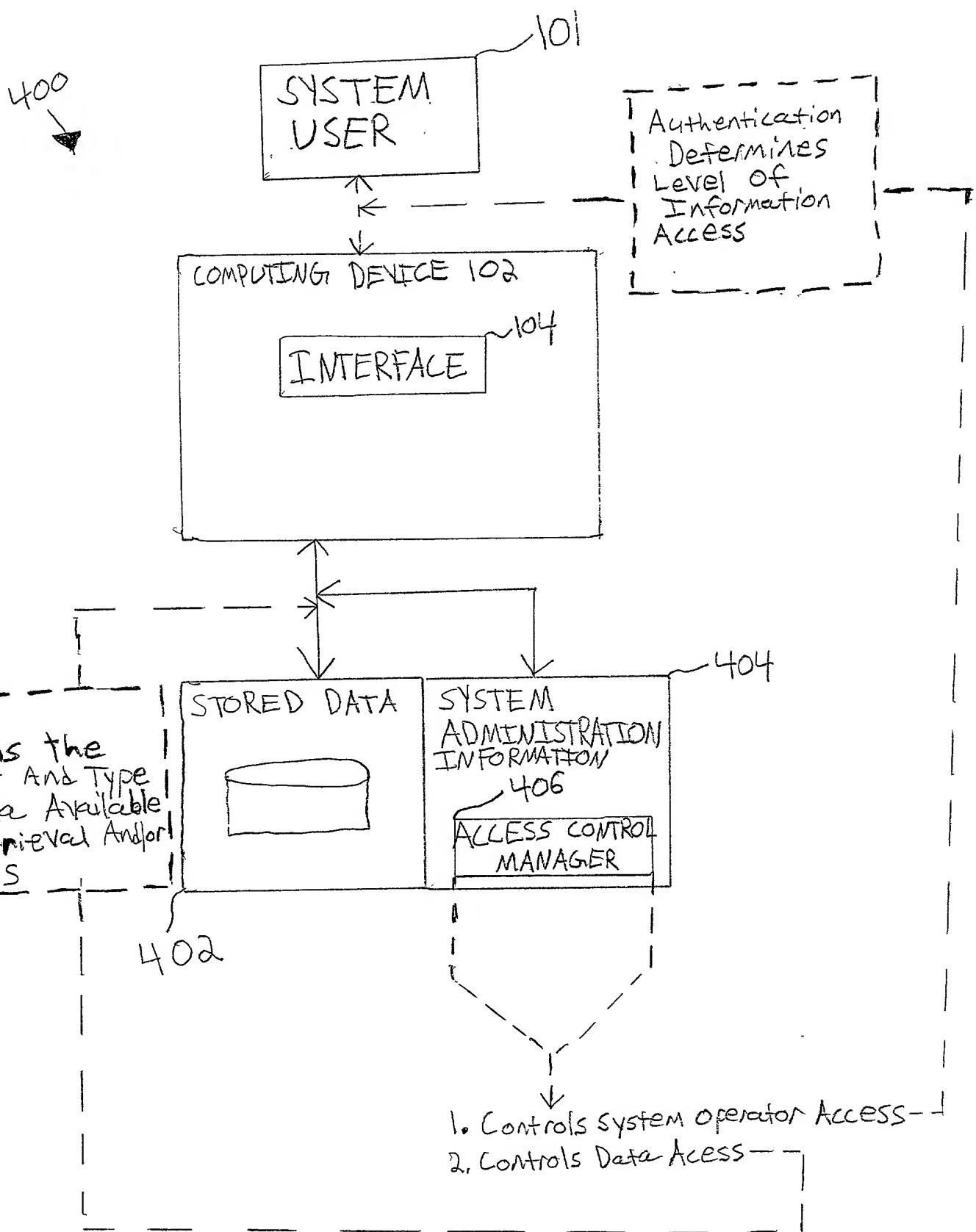


FIG. 5

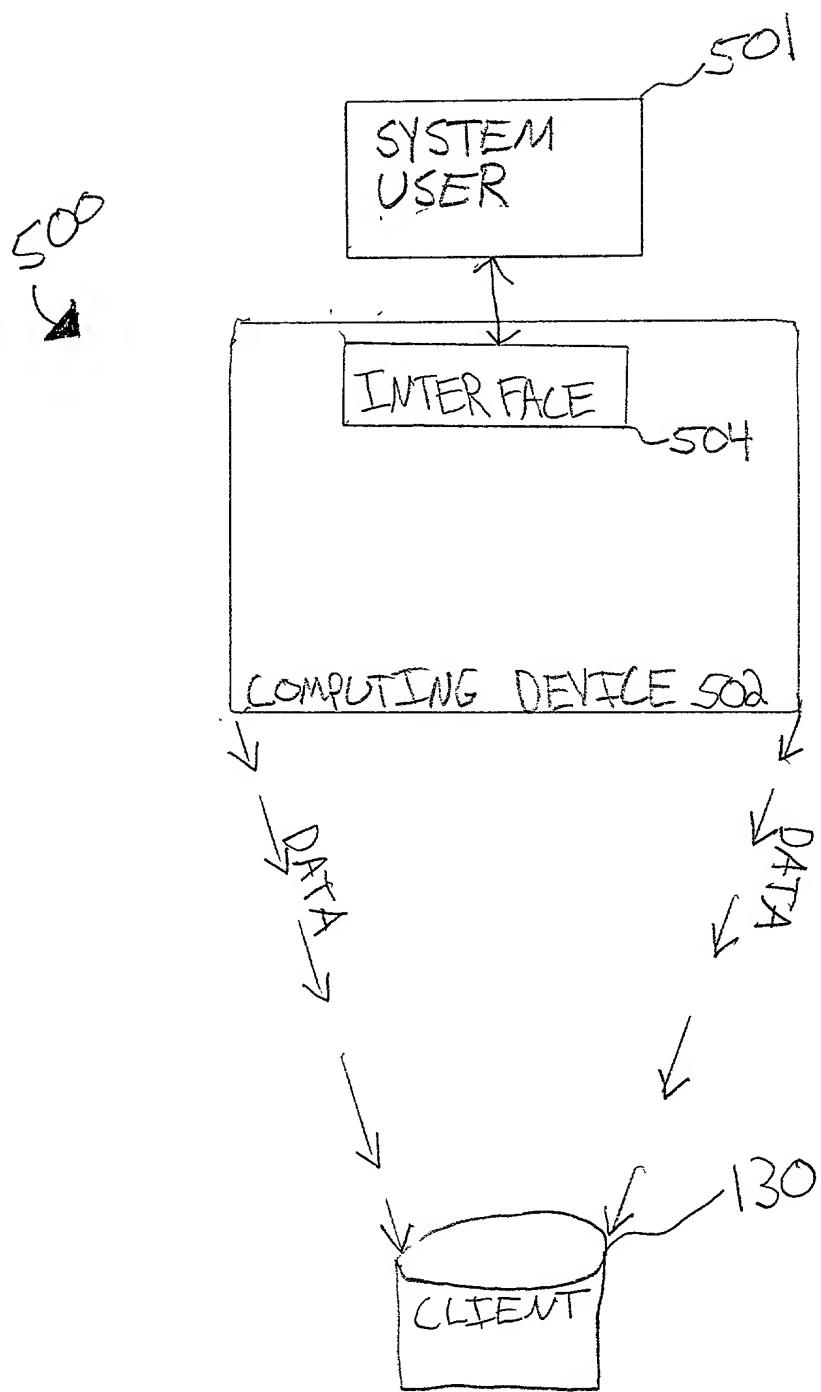


FIG. 6

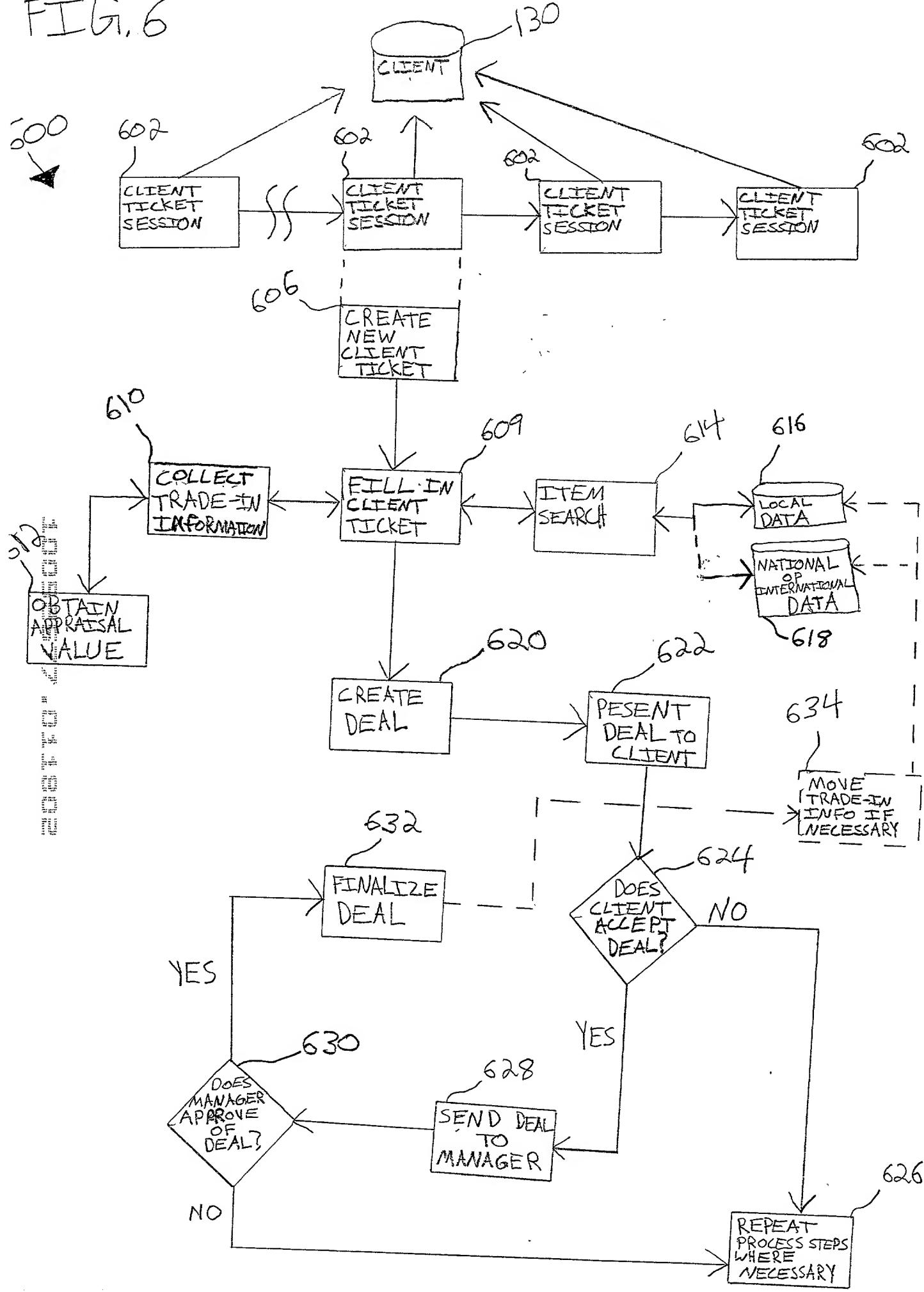


FIG. 7

607

Client Ticket - Microsoft Internet Explorer

File Edit View Favorites Tools Help **Send**

Back **Go** Favorites History Links

Address: <http://www.autoclick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=-1&ClientID=-1>

SUPPORT | CONTACT US | HELP | LOGOUT | 12/27/2000

AUTOCLICK.com FOR Brad Kennan@Starter Dealership

Create a New:      

NAVIGATE:

-  Home
-  Planner
-  Inbox
-  Clients
-  Inventory
-  Client Tickets
-  Deals
-  Sales Tools
-  Admin

RECENT:

-  GREG & DEBBIE DENHOLM
-  DEAL #11174
-  CT #11202
-  DELBERT BECKER
-  BRAD BENTON

NEW CLIENT TICKET FOR

CLIENT INFORMATION [Search](#) | [Create New Client](#)

Company:	<input type="text"/>		
First Name:	<input type="text" value="William"/>		
Last Name:	<input type="text" value="Kennan"/>		
Home Address:	<input type="text"/>		
E-Mail Address:	<input type="text"/>	<input type="text"/>	<input type="text"/>
Work Phone:	<input type="text"/>		
Home Phone:	<input type="text"/>		
Fax:	<input type="text"/>		
Mobile:	<input type="text"/>		

Instructions:
Enter client information that you would like to search on and then click "Search" or you can simply create a new client by entering in the required, in Red, information and then clicking "Create New Client".

 Done  Internet

FIG. 8

608

Editing - Microsoft Internet Explorer

EDITING CLIENT -

Personal Information:

First Name:

Middle Name:

Last Name:

S.S. #:

Title:

Company:

Salesperson:

Status:

BirthDate:

Anniversary:

Exclude from Mailings:

Home Address: Copy To Mailing Address

Street:

City:

State:

Postal Code:

Mailing Address: Copy To Home Address

Street:

City:

State:

Postal Code:

Email Address:

Note:

Phone Numbers:

	Extension	Best time to call:
Home Phone:	<input type="text"/>	<input type="text" value="(-Select One-)"/>
Work Phone:	<input type="text"/>	<input type="text" value="(-Select One-)"/>
Fax:	<input type="text"/>	<input type="text" value="(-Select One-)"/>
Mobile:	<input type="text"/>	<input type="text" value="(-Select One-)"/>
Pager:	<input type="text"/>	<input type="text" value="(-Select One-)"/>

NOTE: Only either a First or Last Name or Company Name are required

FIG. 9

691

Client Ticket - Microsoft Internet Explorer

File Edit View Favorites Tools Help **Send**

Back Search Favorites History **Find** **Go** Links

Address: <http://www.autoclick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=10329&EmployeeID=5>

AUTOCLICK.com FOR Brad Kennan@Starter Dealership 12/27/2000

SUPPORT | CONTACT US | HELP | LOGOUT

NAVIGATE:

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

RECENT:

- DEAL #11396
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

CLIENT TICKET #10329 FOR BRAD KENNAN

⚠ This Client Ticket is over 24 hours old, and cannot be changed.

CLIENT TICKET INFORMATION View General Extended Information

Created On: 10/12/2000 10:40

Status: In: Out: Why did they contact us? [-Edit](#) What did they do? [-Edit](#)

Salesperson: Salesperson.

Type: In Store

Weather: Sunny

ITEMS INTERESTED IN

Stock #	Year	Make	Model	Color	list Price	Age
[Remove] <input checked="" type="radio"/> VT5353	1995	Chevrolet	Blazer		\$13800	1535 days
[Remove] <input type="radio"/> VT5353	1995		PICK-UP 4WD			1535 days

TRADE-INS

Stock #	Year	Make	Model	Color	Age
[Remove] <input checked="" type="checkbox"/> WV1236	1996	BMW	3-Series		\$12300

Done Internet

VIEW 2/8

FIG. 10 613

Creating New Item - Microsoft Internet Explorer

DEFINING ITEM [Save](#) [Save and New](#) [Save and Close](#) [Close](#)

Source:

Status:

Location:

Classification:

Stock Number:

Year:

Make:

Model:

Model Code:

YIN Number:

Description:

Transmission Type: Automatic Standard

Engine Type: Gas Diesel

Engine Size:

Condition:

Mileage:

Interior Color:

Exterior Color:

Trim:

PRICING INFORMATION [Save](#) [Close](#)

List Price: \$ Cost/ACV: \$

Markup: \$

Average Wholesale: NO Values Set

Average Retail: NO Values Set

FINANCING INFORMATION [Save](#) [Close](#)

Amount Financed: \$

Term: Months

Financing Type:

Payments: \$

Replacement Date:

Rate: %

Residual: %

Loan Pay-off: \$

Good Until: mm/dd/yyyy

Financing Note:

BOOK VALUES [Save](#) [Close](#)

Black Books

Retail:	Wholesale:	Retail:	Wholesale:
Clean: \$ <input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	Retail: \$ <input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>
Average: \$ <input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	Trade-In: \$ <input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>
Rough: \$ <input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	Loan Value: \$ <input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>

NADA:

Kelly Blue Book

Retail:	Wholesale:
<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>	<input style="width: 100px; border: 1px solid black; border-radius: 5px; padding: 2px 5px; margin-right: 10px;" type="text"/>

FIG. 11

615

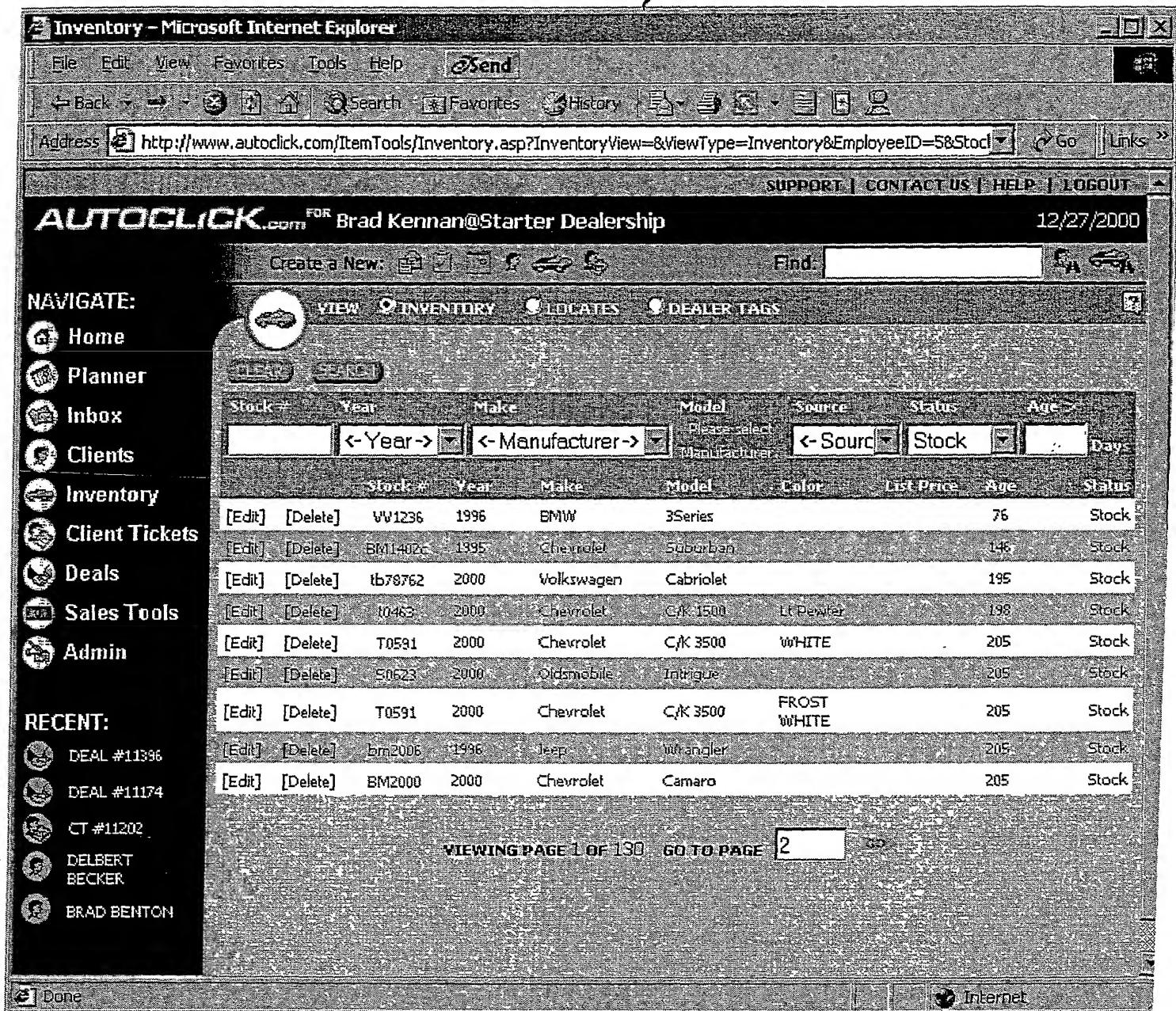


FIG. 12

621

Deal - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back

Address: Go Links

This deal is ready to be accepted. Please renegotiate the deal if you wish to REJECT it.

DEAL INFORMATION

Deal Created On 12/8/2000 At 13:22
Deal Status: Active Comment:

ITEMS INTERESTED-IN

	Stock #	Year	Make	Model	Color	List Price	Age
<input type="radio"/> Edit	992	2000	BMW	7-series	black	\$64,000.00	211 days

RECENT:

- GREG & DEBBIE DENHOLM
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

WORKSHEET **BUY ORDER**

Cost:	\$61,000.00	Total Cars and Accessories:	\$64,000.00
Mark-Up:	\$2,000.00	Total Trade-In or Discount:	\$1,000.00
Total:	\$63,000.00	Difference:	\$63,000.00
Accessories:		Administrative Fee:	\$0.00
Total Accessory Cost:	\$0.00	Service Contract:	\$0.00
Total Accessory List:	\$0.00	SUBTOTAL:	\$63,000.00
Total w/Accessories Cost:	\$63,000.00	Sales Tax:	5.75 % \$3,622.50
Total w/Accessories List:	\$64,000.00	Gas Guzzler Tax:	0.00 % \$0.00
Sub-Total ACV(s):	\$0.00	Luxury Tax / Other:	0.00 % \$0.00
Raise ACV:	\$0.00	TOTAL:	\$66,622.50
Total ACV:	\$0.00	Balance Owed on Trade:	\$0.00
Total w/Accessories Cost:	\$63,000.00	Deposits:	\$0.00
Trade Allowance:	\$0.00	Rebate:	\$0.00
Difference:	\$63,000.00	BALANCE DUE:	\$66,622.50

LeaseStar.com
ON-LINE LEASING SOLUTIONS

Internet

FIG. 13

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Presentation Screen - Microsoft Internet Explorer

Vehicle Information

Location: Starter Dealership

Year: 2000

Make: BMW

Model: 7-series

Model Code: 740i

VIN Number: 12345678901234567

Mileage: 0

Interior Color: black

Exterior Color: black

Trim: leather

No Graphic Available

Options:

Transmission: Automatic

Speeds: 0

Engine Type: Gas

Engine Size: 6

Deal Information

List Price: \$64,000.00

Trade Allowance / Discount: \$1,000.00

Difference: \$63,000.00

E-Mail Deal **Print Deal** **Accept Deal** **Cancel**

FIG. 14

631

Finalize Deal - Microsoft Internet Explorer

FINALIZE THE DEAL - [Cancel]

FINANCING INFORMATION FOR SOLD VEHICLE [992]

Financing: Lease Term: 36 Months

Rate: 0 % Residual: 0 % Payments: \$0.00

Replacement Date:

DISTRIBUTE ACV DISCOUNT

Total ACV Discount to Distribute: \$0.00

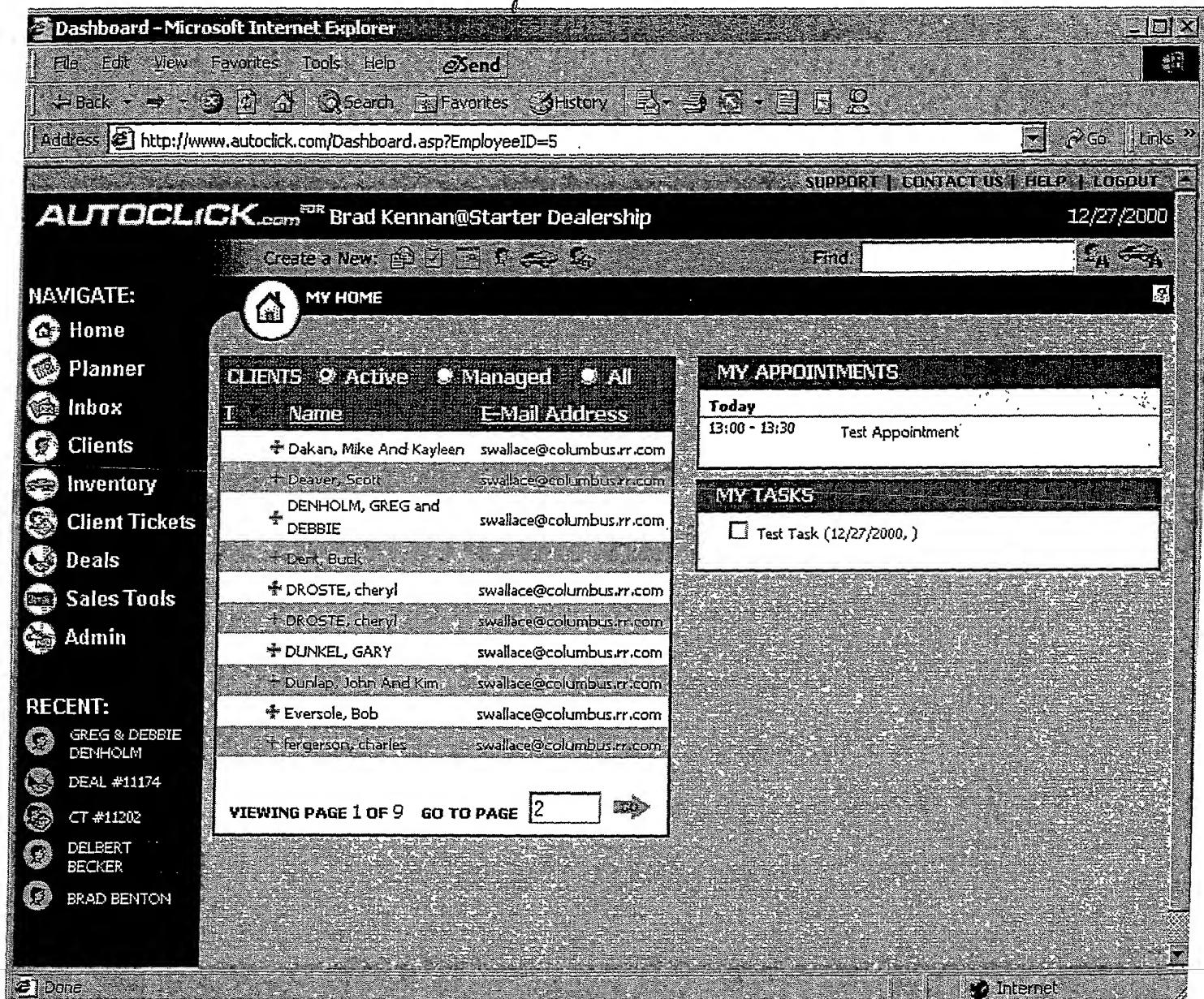
Remaining to Distribute: \$0.00

Finalize Deal

Note: To finalize the deal, edit the list prices for the trade-ins and complete the financing information about the item that is being sold. Then if you have any Additional ACV to distribute, make sure to distribute it to the appropriate trades and then click the FINALIZE DEAL Button.

FIG. 15

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FT 6.16

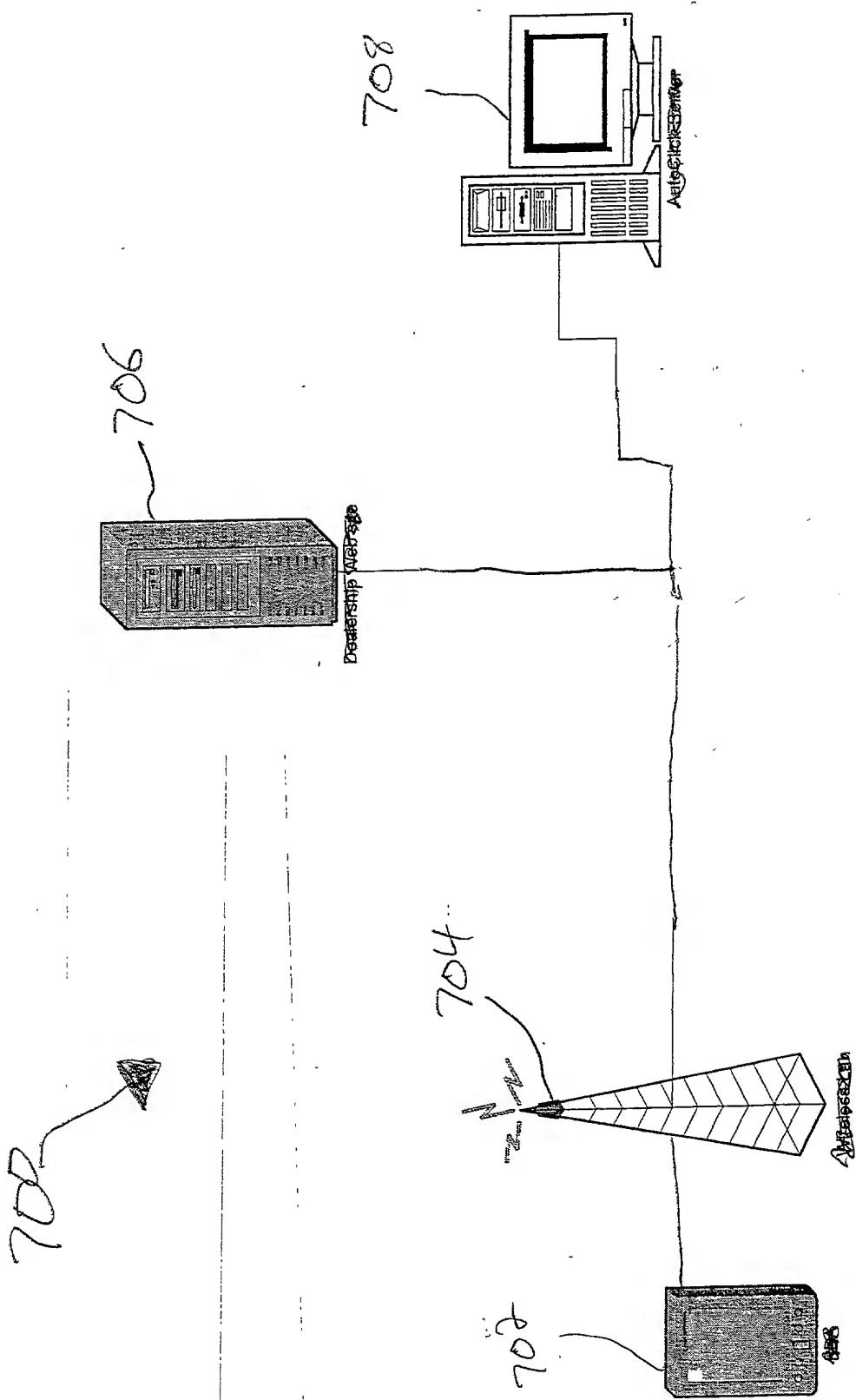


FIG. 17

